



# News from the Frontier of Innovation

**September, 2000**

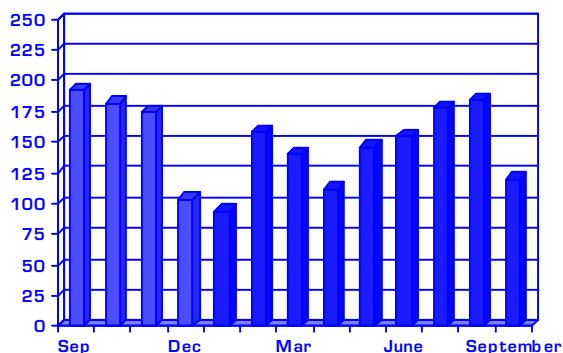
Monthly Activity Report from the Loudoun County Department of Economic Development  
Visit us on the Web at [www.loudounva.com](http://www.loudounva.com)

## New Prospect Activity:

Prospect activity for the month of September:

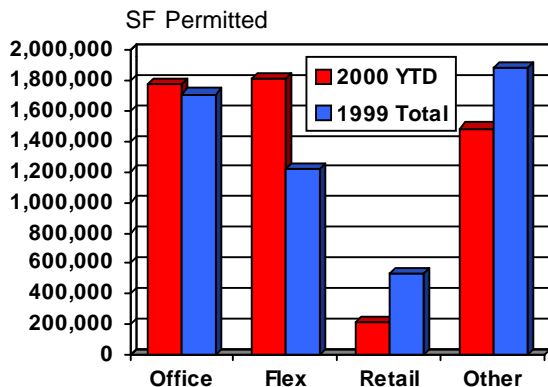
- @ Received 23 requests for general information
- @ Delivered 32 Marketing Packages
- @ Delivered 3 Presentations
- @ Worked with 13 new and 49 on-going prospects

**Total Prospect Activity**  
September 1999 - September 2000



## New Construction Activity Sets All-Time Record!

**Nonresidential Construction**  
1999 Total and 2000 YTD August



Loudoun's August, 2000 construction statistics set a new record high for the County. Loudoun County permitted 2,143,860 square feet of non-residential construction during the month. Expansion at WorldCom and new construction at Ashburn Tech Center Industrial Park contributed to the high numbers.

So far this year, the County has permitted 5,280,155 square feet of non-residential construction. The value of new buildings (\$247,610,294) and alterations (\$27,437,259) equaled over \$275 million.

- ~ Office - 184,837 SF in July and 792,409 SF in August
- ! Flex/Industrial - 38,400 SF in July and 582,243 SF in August
- ~ Retail - 10,125 SF in July and 2,507 SF in August
- ! Other - 7,449 SF in July and 766,701 SF in August
- ~ Taxable - 240,562 SF in July and 2,057,010 SF in August
- ! Route 28 - 178,420 SF in July and 553,782 SF in August

## Announcements:

### New Business

BIAP Systems ([www.biap.com](http://www.biap.com)) has located its headquarters in 3,866 square feet of office space on Loudoun Street in Leesburg. BIAP develops and markets innovative new "go'treive" software that makes using the Internet easier and more productive. They currently employ a staff of 15.

Sirius Management Technologies, Inc. ([www.sirius-eos.com](http://www.sirius-eos.com)), an international company based in Germany, has launched a North American headquarters in 3,800 square feet at the Cross Creek office complex in Ashburn. The Sirius Management local office has a staff of four that enables service providers to deliver the highest performance and reliability of service to their customers.

eHIVE ([www.ehive.net](http://www.ehive.net)) has opened a 1,000 square foot incubator in Middleburg. The five person staff provide space, equipment, and advice to entrepreneurial companies developing new technologies. In exchange, the eHIVE clients participate in the incubator's Philanthropy Philosophy to share success with those in need in the community.

COLO.COM ([www.colo.com](http://www.colo.com)) will be moving 10 employees into a 26,534 square foot facility at the Merritt VII building at Loudoun Tech Center. The company builds and maintains Neutral Central Offices (NCOs) that allow

Internet service providers, carriers, and Internet-based businesses rapid access to superior network and facility resources.

Eagle Research Laboratories ([www.eagleresearchlabs.com](http://www.eagleresearchlabs.com)) moved its headquarters from Florida into 4,000 square feet at Willow Pond Industrial Park in Sterling. Eagle Research is an information technology, training, and consulting company offering customized products and services via on-site sales and business-to-business Internet data analysis. They currently employ 50 and plan future expansion.

### Existing Business

Atlantic Coast Airlines ([www.atlanticcoast.com](http://www.atlanticcoast.com), ACA) is taking off with a December, 2000 expansion that will add 98,000 square feet and 400 employees, bringing them to a total of 237,000 square feet and 3,400 employees. From its base of operations at Washington Dulles, ACA offers 249 daily flights to 44 destinations, as well as service to 14 cities with 42 daily departures from Chicago O'Hare.

ebuyexpress.com ([www.ebuyexpress.com](http://www.ebuyexpress.com)) is expanding their space at Commonwealth Center by 55,250 square feet, for a new total of 105,250 square feet. ebuyexpress is an online business-to-business procurement source for more than 100,000 products. Additions to their staff of 21 are not planned at this time.

## Noteworthy:

DED was the gift sponsor for the **Washington Business Journal Fast Track 2000** luncheon September 28. The event honored 50 of the Washington area's fastest growing companies, including Loudoun companies America Online, Network Solutions, Oak Ridge Builders, NLX Corporation, PSINet, Reliable Software Technologies, and Vastera. EDC's Merv Forney & Chris Crane as well as DED's Larry Rosenstrauch, Robyn Bailey, and Christina Watson attended.

Pam Treadwell and Sandy Denham participated in the **ACF 2000 (Air Cargo Forum) Conference sponsored by The International Air Cargo Association (TIACA)** trade show in Washington, D.C. September 27-30. TIACA ([www.tiaca.org](http://www.tiaca.org)) represents all divisions of the air cargo industry, and its major role is to identify issues critical to the air cargo industry and formulate positions in support of its advancement.

**Loudoun Valleys Farm Color Tour** will be held October 21 & 22 from 10am to 4pm. The tour will provide opportunities to visit 17 local farms during the fall harvest season. Fresh produce, flowers, wine, specialty food products, arts and crafts, and souvenirs will be available. Farm tour activities include mill demonstrations, haywagon rides, wine tastings, and opportunities to view a variety of animals, ride ponies, fish in a pond and get lost in a corn maze. What more could you want?! Brochures are available at county libraries and the Loudoun visitors' center, by calling 703-777-0400, or by downloading information from [www.rural-loudoun.state.va.us](http://www.rural-loudoun.state.va.us).

The Policy and Implementation Committee met with the Leesburg Town Council and the Agricultural Advisory Committee September 25 and 26 and presented the **EDC's Community's Plan for a Thriving and Sustainable Economy**. The plan will be discussed by the Board of Supervisors at the next full board meeting on October 16.

DED hits the books: Sandy Denham has begun a month-long **Economic Development in the Community** course offered by the Virginia Institute of Economic Development. Chip Umbaugh and Susan VanEpps attended the **Research Methods for Economic Development Practitioners** seminar at George Mason University's Arlington campus September 18-22.



**Congratulations to DED staff member Christina Watson on her October 14 wedding to Ray Winn!**